



Revision number: 1

Purchasing Agent: DEBBIE GUNDERSEN

**Item: MOBILE IP WIRELESS DATA NETWORK**

Vendor: 91776A IP MobileNet, Inc.  
16842 Von Karman Avenue  
Suite 200  
Irvine, California 90670

Internet Homepage:

Telephone: (800) 348-1477

Fax number: (949) 417-4591

Contact: Gregg Rowland

Email address: [growland@ipmonbilenetinc.com](mailto:growland@ipmonbilenetinc.com)

Price: SEE ATTACHED PRICE LIST

Terms: Net 30

Effective dates: 08/21/02 through 08/20/2004

Price guarantee period: 90 Days

Minimum order: None

Other conditions: FOB Delivered

Renewal Options: Two (2) Year Renewal Options

---

**THIS IS A NEW CONTRACT. PLEASE NOTE ADDITIONAL ITEMS ADDED.**

---

This Statewide Contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. The Authorization requirements and procedure is detailed in the attachment to the contract. Orders may be placed only after Authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



AUTHORIZATION REQUIRED: STATE AGENCIES THAT HAVE INSTALLATION REQUIREMENT FOR TELECOMMUNICATION CABLE AND/OR DATA PROCESSING RELATED CABLE MUST COORDINATE THEIR INSTALLATION REQUIREMENT WITH DAS-ITS (DEPARTMENT OF ADMINISTRATIVE SERVICES, DIVISION OF INFORMATION TECHNOLOGY SERVICES). STATE AGENCIES MAY NOT PLACE AN INSTALLATION ORDER DIRECTLY WITH AMERICOM. STATE AGENCIES MUST COORDINATE THEIR INSTALLATION REQUIREMENT BY CONTACTING FLOYD RITTER, ITS, AT 801-538-3316.

1. Mobile Transceiver Data Only Cost Per Vehicle, complete ready for installation (less antenna system)

**Response:** The IP 100/400 series mobile data transceiver with serial and 10BaseT connections is provided with the power cable, technical documentation, and a 2-year warranty. Per the State's request, antennas are not included. 1000 quantity price per unit.

**\$ 1,916** (2 year warranty)

**\$ 2,236** (5 year warranty)\*

The mobile installation kit includes all the necessary filters, timers, and installation hardware necessary to complete a mobile installation.

**\$ 230**

2. Base Radio Equipment / Repeater (Duplex) frequencies (less filter and antenna system)

**Response:** The IP 100/400 series base station with serial and 10BaseT connections is provided with the power cable, and technical documentation. Per the State's request, filters, duplexers, antennas, transmission line, and other site installation equipment is not included.

**\$ 7,910** (2 year warranty)

**\$ 8,676** (5 year warranty)\*

3. IP Network Controller (Standard) for Salt Lake area only.

**Response:** The technical information for the IPNC is the same as detailed in the original proposal. The data-only IP Network Controller proposed for the Salt Lake City location is sized to support up to 64 base stations. As required, the IPNC can be scaled to support additional bases as the State builds the system over the next number of years. Further, an option is available to add voice users to the network. Please see option list below. The price includes the necessary hardware, software, and technical documentation.

**\$ 120,000** (2 year warranty)

**\$ 174,000** (5 year warranty)\*

IP Network Fault Tolerant Controller for Richfield area as per 5.4 in the original specification to interface and provide redundancy backup to Salt Lake.

**Response:** Per the original proposal, IPMobileNet is prepared to offer an IPNC running on a fault tolerant platform. The price includes the fault tolerant hardware, software, and technical documentation.

**\$ 200,000** (2 year warranty)

**\$ 290,000** (5 year warranty)\*



## 4. Training (In-house)

**Response:** The training curriculum is the same as stated in the original proposal.

**2 days (per session, up to 10 attendees)** \$ 5,000

**3.5 days (per session, up to 10 attendees)** \$ 8,000

## 5. Cost that vendor specifies as mandatory to the State to make the system operational. Explain in detail all related costs.

**Response:** The following services are to be considered mandatory and are explained in detail.

## a) Technical Assistance Program (TAP).

The TAP is a bundled package of remote and, at *IPMobileNet's* discretion, onsite support for system installation and integration. TAP ensures that *IPMobileNet* engineers and technical personnel are available to facilitate the efficient and successful installation and maintenance of an *IPMobileNet* system. \$ 10,000

## b) IPNC installation and configuration at each location.

An *IPMobileNet* software engineer will travel on-site to install and configure the IPNC. \$ 3,500

6. The offeror may list optional or value added featured items that may be of interest to the State. *The offeror must provide detailed information, part numbers, data sheets, or specifications, along with prices, for all added value features offered. If an added value feature is a no-cost item the Offeror shall state that.*

**Response:** A variety of options are available and can be added at any time during system implementation or afterwards.

## a) GPS Option for mobile data transceivers. An internal, integrated GPS receiver can be enabled at any time during or after initial implementation. Per the State's request, this option does not include the necessary GPS antenna.

\$ 280 (2 year warranty)

\$ 305 (5 year warranty)\*

## b) 100W high power amplifier for base station. Unit boosts base station transmit power output to designated wattage.

\$ 2,800 (2 year warranty)

\$ 2,970 (5 year warranty)\*

## c) 150W high power amplifier for base station. Unit boosts base station transmit power output to designated wattage.

\$ 3,344 (2 year warranty)

\$ 3,500 (5 year warranty)\*

## d) IPNC rack mount. Provides the necessary hardware to rack mount the IPNC server hardware.

\$ 3,000

## e) IPNC upgrade (Each) to include single site/single channel voice. This is the only upgrade necessary for the network to support this voice operation. Does not include VIUs.

\$ 40,000

## f) IPNC upgrade (Each) to include multi-site/multi-channel voice. This is the only upgrade necessary for the network to support this voice operation. Does not include VIUs.

\$ 150,000



- g) Network performance enhancements implemented via firmware upgrades for the first year after initial purchase are at no charge. Network performance enhancements after first year on a per mobile and per base station basis including hardware and/or firmware upgrades. **\$ 475**
- h) Voice Interface Unit. Provides Voice over IP through the network without requiring changes to the mobile or base station. Unit provides 16 character by 2 line ultra bright alpha/numeric display, extremely rugged 16 button keypad, multi-function, multi-color LED indicators. The VIU supports individual call, group call, all call and PA functions. Price includes a 2-year warranty. **\$ 771**  
**\$ 771 (2 year warranty)                      \$ 848 (5 year warranty)\***
- i) Message switch with State Interface. Provides the mobile messaging software interface between the mobile IP network and the various dispatch systems. This price includes a 2-year warranty.  
**\$ 43,750 (2 year warranty)                      \$ 64,000 (5 year warranty)\***
- j) DataLink Mobile Messaging Software. This highly customizable software allows the mobile user to communicate with its respective dispatch system. The first 200 licenses are included with the radios at no charge. This price is per copy above the 200 quantity. Requires the message switch and includes a 2-year warranty.  
**\$ 965 (2 year warranty)                      \$ 1,400 (5 year warranty)\***
- k) Coverage study, statewide. An *IPMobileNet* system engineer will plot the coverage expected with a statewide system, including multi-channel systems.  
**\$ 30,000**
- l) Coverage study. An *IPMobileNet* system engineer will plot the coverage expected for single or multiple site single channel systems.  
Single Site: **\$ 2,500\***  
4 Sites: **\$5,000\***  
8 Sites: **\$8,000\***  
16 Sites: **\$15,000\***
- m) System engineering for statewide system. An *IPMobileNet* system will engineer and design the system. This includes bills of materials, a full set of installation drawings, and as-built drawings.  
**\$ 42,000**
- n) System engineering. An *IPMobileNet* system will engineer and design the system. This includes bills of materials, a full set of installation drawings.  
Single Site: **\$ 4,500\***  
2-4 Sites: **\$6,000\***  
5-8 Sites: **\$7,500\***  
9-16 Sites: **\$9,000\***  
17-32 Sites: **\$12,000\***
- o) Base station installation. An *IPMobileNet* hardware engineer will travel on-site to install and configure the base station at tower locations. Includes the connection of antenna heliax cable to the IPMN base station equipment, but does not include antenna or line installation.

**\$ 7,800**

- p) Supervise base station installation. An *IP*MobileNet engineer will travel on-site to supervise the installation of base stations. Includes up to 3 days of on-site services.

**\$ 3,500**

- q) System configuration/installation configuration. An *IP*MobileNet engineer will travel on-site to verify the quality of installations and verify the proper configuration of the system, including the IPNC at the communication center, base stations, and mobiles.

**\$4,500**

- r) Link verification. An *IP*MobileNet engineer will travel on-site to test and troubleshoot the data back haul (connection between remotely located base station towers and communication center).

**\$ 3,500**

- s) IP Network Controller. The technical information for the IPNC is the same as detailed in the original proposal. The data-only IP Network Controller is scalable. As required, the IPNC can be scaled to support additional bases. Further, an option is available to add voice users to the network. Please see option list above. The price includes the necessary hardware, software, and technical documentation.

<b>1-4 Sites:</b>	<b>\$ 30,000</b> (2 year warranty)*	<b>\$ 43,500</b> (5 year warranty)*
<b>5-8 Sites:</b>	<b>\$ 35,000</b> (2 year warranty)*	<b>\$ 50,750</b> (5 year warranty)*
<b>9-16 Sites:</b>	<b>\$ 40,000</b> (2 year warranty)*	<b>\$ 58,000</b> (5 year warranty)*
<b>17-32 Sites:</b>	<b>\$ 80,000</b> (2 year warranty)*	<b>\$116,000</b> (5 year warranty)

FINET COMMODITY CODE(S):

92435000000- IN-SERVICE TRAINING